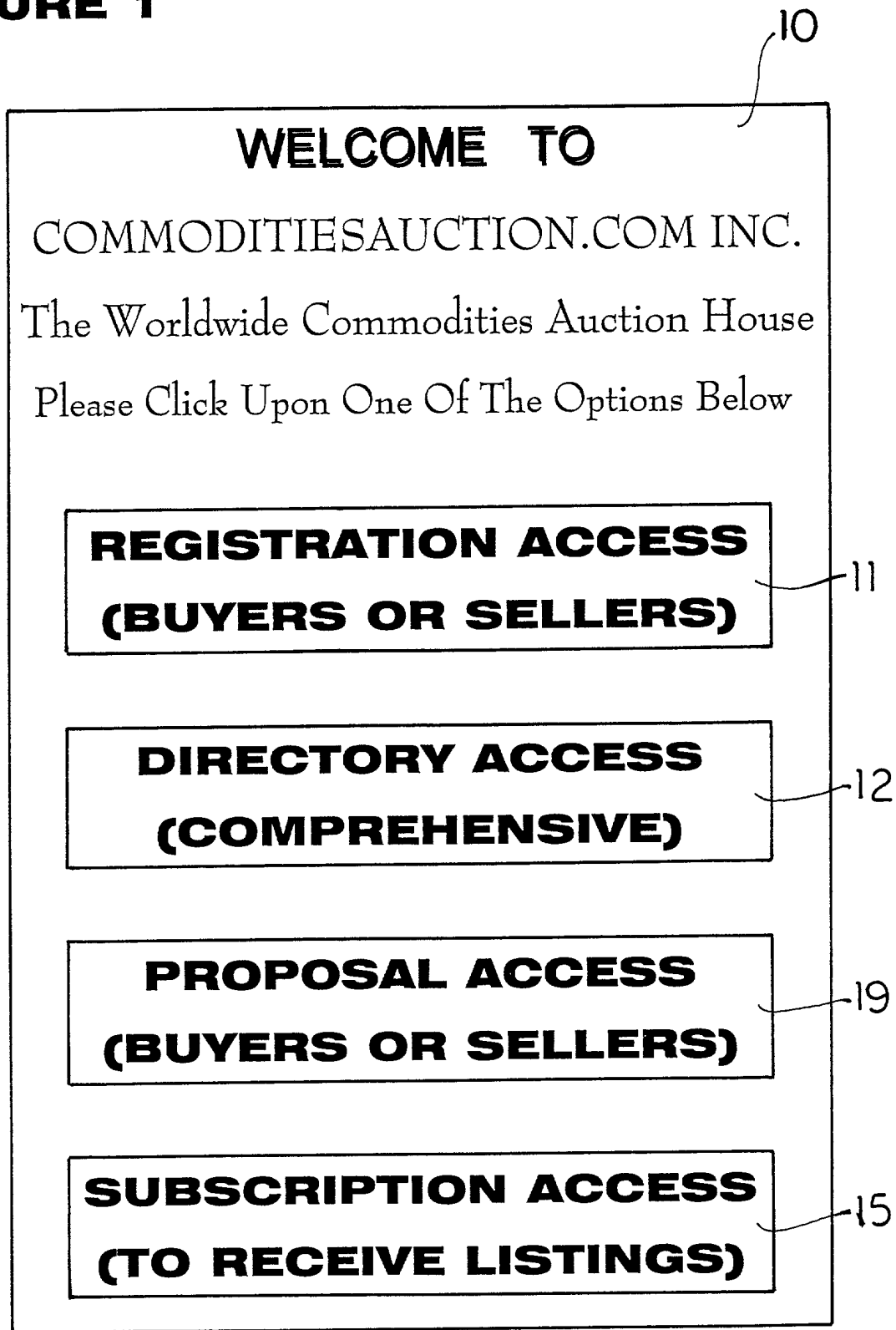


**FIGURE 1**



## FIGURE 2

20

### DIRECTORY

Each general category listed alphabetically  
below may be selected to obtain a  
subdirectory of specific commodity categories

ACIDS  
ACRYLICS  
ALUMINUM  
AMMONIUM  
ANTIMONY  
ARSENIC  
ASBESTOS  
BARIUM  
BAUXITE  
BENZENE  
BERYLLIUM  
BISMUTH  
BORON  
BRASS

BRONZE  
BUTYLS  
CADMIUM  
CALCIUM  
CAMPHOR  
CARBON  
CAROB  
CASSEIN  
CASSIA  
CASTOR  
CELERY  
CELLULOSE  
CERAMICS  
CESIUM

CHARCOAL  
CHLORINATES  
CHROMIUM  
CINNAMON  
COAL  
COBALT  
COCOA  
COCONUT  
COLUMBIUM  
COPPER  
CORK  
CORN  
COTTON  
CREOSOTE ~21

### COPPER - ORES

22

AZURITE (BLUE COPPER CARBONATE, CHESSYLITE)  
BORNITE (HORSEFLESH, PEACOCK, VARIEGATED ORE)  
CHALCOCITE (CUPROUS SULFIDE)  
CHALCOPYRITE (COPPER PYRITE, YELLOW COPPER ORE)  
CUPRITE (RED COPPER ORE, CUPROUS OXIDE)  
KUROMONO  
MALACHITE (GREEN COPPER ORE)  
TENNANITE (GRAY COPPER, TETRAHEDIRITE)

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# PROPOSAL FORM

**OFFER / BID**      **AUCTION TYPE:** \_\_\_\_\_  
**(pick one)**                  **(choose from list <>)**

**COMMENCE: \_\_\_/\_\_\_/\_\_\_ CONCLUDE: \_\_\_/\_\_\_/\_\_\_**  
**(day / month / year and preferred hour for auction; GMT)**

COMMODITY CATEGORY: \_\_\_\_\_  
(choose from directory) 25

QUANTITY (available or desired): \_\_\_\_\_

**QUALITY:** \_\_\_\_\_  
(dependent upon commodity category; enter that first)

**ORIGIN:** \_\_\_\_\_

**LOCATION:** \_\_\_\_\_

**DELIVERY DATE (day / month / year):** \_\_\_\_\_

**DELIVERY TERMS:** \_\_\_\_\_

**PAYMENT TERMS:** \_\_\_\_\_

**CURRENCY:** \_\_\_\_\_ **PRICE:** \_\_\_\_\_

**SAMPLE / MODEL**                      **TESTING:** \_\_\_\_\_  
(pick one, both or none)                      (yes or no)

**DISTRIBUTION:** \_\_\_\_\_  
(direct / thru auction house / proportional or esteemed)

**DATE SAMPLE / MODEL AVAILABLE:** \_\_\_\_\_

Table 1. Demographic characteristics of the study population	
Characteristic	Frequency (%)
Age (years)	
< 18	10 (10.0)
18-24	20 (20.0)
25-34	30 (30.0)
35-44	25 (25.0)
45-54	15 (15.0)
≥ 55	10 (10.0)
Gender	
Male	40 (40.0)
Female	60 (60.0)
Ethnicity	
White	30 (30.0)
Black	20 (20.0)
Hispanic	10 (10.0)
Asian	10 (10.0)
Other	10 (10.0)
Marital status	
Married	30 (30.0)
Single	20 (20.0)
Divorced	10 (10.0)
Widowed	10 (10.0)
Never married	10 (10.0)
Education level	
High school or less	20 (20.0)
Some college	10 (10.0)
Bachelor's degree	10 (10.0)
Master's degree	10 (10.0)
Doctorate	10 (10.0)
Other	10 (10.0)
Occupation	
Unemployed	10 (10.0)
Student	10 (10.0)
Service worker	10 (10.0)
Healthcare worker	10 (10.0)
Professional	10 (10.0)
Managerial	10 (10.0)
Other	10 (10.0)
Income (USD/year)	
< 10,000	10 (10.0)
10,000-19,999	10 (10.0)
20,000-29,999	10 (10.0)
30,000-39,999	10 (10.0)
40,000-49,999	10 (10.0)
50,000-59,999	10 (10.0)
60,000-69,999	10 (10.0)
70,000-79,999	10 (10.0)
80,000-89,999	10 (10.0)
90,000-99,999	10 (10.0)
≥ 100,000	10 (10.0)

23

53

21

— 31

30

— 35

— 32

— 33

— 39

**CURRENCY: US DOLLARS PRICE: \$300/TON BASE**

## FIGURE 5

23

### PROPOSAL

BID: MULTIPARAMETER

COMMENCE: 20 /11 /01 13:00 GMT —52

CONCLUDE: 20 /11 /01 N/A —53

COMMODITY CATEGORY: WOOL / SCOURED WOOL FLEECES

QUANTITY: 14,000 KG —31 21 30

ORIGIN: AUSTRALIA

QUALITY: Fiber Fineness: 22 micron 35  
Vegetal Matter: 0.3%  
Fiber Length Distribution: see attachment

LOCATION: LONDON

DELIVERY DATE: 30 /11 /01 32

DELIVERY TERMS: FREE PORT

PAYMENT TERMS: 90 DAYS FROM INVOICE —33

CURRENCY: EURO PRICE: 3.2 / kg 39

SAMPLE: AVAILABLE; 1 kg TESTING: YES

DISTRIBUTION: THRU AUCTION HOUSE; ESTEEMED

SAMPLE TO BE RECEIVED BY: 30 /10 /01

FIGURE 5



**FIGURE 7**

**LISTING**

BUYING ACTION N. 003 456  
TYPE OF AUCTION MULTIPARAMETER  
COMMODITY CAT. SCOURED WOOL FLEECES  
SCHEDULE Date Time  
50 { Sample Request By: 10 /11 /01 }  
Samples Sent On: 15 /11 /01 } 55  
Test Results On: 51 { 15 /11 /01 08:00 GMT  
Auction Starts: 20 /11 /01 13:00 GMT 52  
Auction Ends: 20 /11 /01 ---  
53  
LOT QUANTITY: 31 14,000 KG  
ORIGIN: AUSTRALIA  
35 { FINENESS: 22 MICRONS  
VEGETAL MATTER: 0.3 %  
FIBER LENGTH DIST.: SEE ATTACHMENT } 30  
32 { DELIVERY TAKEN IN: LONDON  
DELIVERY DATE: 30 /11 /01  
DELIVERY TERMS: FREE PORT  
33 { PAYMENT TERMS: 90 DAYS FROM INVOICE  
PRICE: 39 3.2 EUROS / KG  
LAST UPDATE: 14 /09 /01 15:58

FIGURE 8

OFFERINGS & INDICATIONS

	17	26	26
	OPEN BID	OFFER # 1	INDICATIONS
QUANTITY	14,000 KG	14,000 KG	20,000 KG
ORIGIN	AUSTRALIA	AUSTRALIA	AUSTRALIA
FINENESS	22 MICRONS	21.8 MICRONS	22.5 MICRONS
VEGETAL	0.3 %	0.3 %	0.4 %
FIBER DST	ATTACHMENT	ATTACHMENT	ATTACHMENT
DELIVERY	LONDON	LONDON	LONDON
TERMS	FREE PORT	FREE PORT	FREE PORT
PAYMENT	90 INVOICE	30 INVOICE	LTR OF CREDIT
PRICE	3.2 EU/KG	3.4 EU/KG	3.1 EU/KG
LAST UPDATE	14 /09 /01	20 /11 /01	20 /11 /01
	15:58 GMT	13:00 GMT	13:10 GMT





# FIGURE 10

## OFFERINGS & INDICATIONS

	26		37	26	37
	OPEN BID	OFFER # 1	INDICATIONS	OFFER # 2	INDICATIONS
QUANTITY	14,000 KG	14,000 KG		20,000 KG	
ORIGIN	AUSTRALIA	AUSTRALIA		AUSTRALIA	
FINENESS	22 MICRONS	21.8 MICRONS		22.5 MICRONS	
VEGETAL	0.3 %	0.3 %		0.4 %	
FIBER DST	ATTACHMENT	ATTACHMENT		ATTACHMENT	
DELIVERY	LONDON	LONDON		LONDON	
TERMS	FREE PORT	FREE PORT		FREE PORT	
PAYMENT	90 INVOICE	30 INVOICE	45 INVOICE	LTR OF CREDIT	COD
PRICE	3.2 EU/KG	3.4 EU/KG	3.35 EU/KG	3.0 EU/KG	2.95 EU/KG
LAST UPDATE	14 /09 /01	20 /11 /01	20 /11/ 01	20 /11 /01	20 /11 /01
	15:58 GMT	13:30 GMT	13:40 GMT	13:40 GMT	13:30 GMT

FIGURE 11

OFFERINGS & INDICATIONS

	17	26	37	
	OPEN BID	OFFER # 1	INDICATIONS	OFFER # 2
QUANTITY	14,000 KG	14,000 KG		20,000 KG
ORIGIN	AUSTRALIA	AUSTRALIA		AUSTRALIA
FINENESS	22 MICRONS	21.8 MICRONS		22.5 MICRONS
VEGETAL	0.3 %	0.3 %		0.4 %
FIBER DST	ATTACHMENT	ATTACHMENT		ATTACHMENT
DELIVERY	LONDON	LONDON		LONDON
TERMS	FREE PORT	FREE PORT		FREE PORT
PAYMENT	90 INVOICE	30 INVOICE	30 INVOICE	LTR OF CREDIT
PRICE	3.2 EU/KG	3.35 EU/KG	3.35 EU/KG	2.95 EU/KG
LAST UPDATE	14 /09 /01	20 /11 /01	20 /11 /01	20 /11 /01
	15:58 GMT	13:30 GMT	13:50 GMT	13:40 GMT
				13:30 GMT

# FIGURE 12

23

## PROPOSAL

OFFER: UNIPARAMETER PROGRESSIVE DECREASE 16

COMMENCE: 15 /01 /02 13:00 GMT CONCLUDE: 15 /01 /02 - - GMT

COMMODITY CATEGORY: WOOL / SCOURED WOOL FLEECES

QUANTITY : 14,000 KG

ORIGIN: AUSTRALIA

LOCATION: LONDON

QUALITY: 22 MICRON FIBER FINENESS  
0.3 % VEGETAL MATTER  
FIBER LENGTH DISTRIBUTION ATTACHMENT

DELIVERY DATE: 30 /11 /01

DELIVERY TERMS: FREE PORT

PAYMENT TERMS: CASH ON DELIVERY

CURRENCY: EURO PRICE: 3.6 / KG

SAMPLE: 1 KG TESTING: YES

DISTRIBUTION: DIRECT; PROPORTIONAL

SAMPLE TO BE RECEIVED BY: 30 /10 / 01

FOR "2005" 20050306

## FIGURE 13

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### LISTING

SELLING ACTION N. 003 457 16  
TYPE OF AUCTION UNIPARAMETER  
PROGRESSIVE DECREASE  
COMMODITY CAT. SCoured WOOL FLEECES  
SCHEDULE Date Time  
Sample Request By: 10 /11 /01  
Samples Sent On: 15 /11 /01  
Test Results On: 15 /11 /01 08:00 GMT  
Auction Starts: 20 /11 /01 13:00 GMT  
Auction Ends: 20 /11 /01 ---  
  
LOT QUANTITY: 14,000 KG  
ORIGIN: AUSTRALIA  
FINENESS: 22 MICRONS  
VEGETAL MATTER: 0.3 %  
FIBER LENGTH DIST.: SEE ATTACHMENT  
  
DELIVERY TAKEN IN: LONDON  
DELIVERY DATE: 30 /11 /01  
DELIVERY TERMS: FREE PORT  
PAYMENT TERMS: CASH ON DELIVER  
STARTING PRICE: 3.6 EUROS / KG  
MINIMUM PRICE: UNSPECIFIED  
  
LAST UPDATE: 14 /09 /01 15:58

2006-09-14 15:58